

## Message Text

UNCLASSIFIED

PAGE 01 BONN 11880 191651Z

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

-----117095 191856Z /47

R 191635Z JUL 77

FM AMEMBASSY BONN

TO USDOC WASHDC

INFO SECSTATE WASHDC 9927

USMISSION USBERLIN

AMCONSUL FRANKFURT

AMCONSUL MUNICH

UNCLAS BONN 11880

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: ADS REQUEST - MCCORD GASKET DIVISION

WYANDOTTE, MICHIGAN

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE  
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

HENRY SIEBERT

KANTSTRASSE 96

D-1000 BERLIN 12

CONTACT: MR. MIELENZ, PURCHASING MANAGER

PHONE: 030 - 32 30 21

COMMENT: FIRM IS LEADING DISTRIBUTOR OF AUTOMOTIVE  
ENGINE PARTS IN WEST BERLIN. IT WAS ESTABLISHED IN  
1956; EMPLOYS 32. PRICES AND DELIVERY TERMS ARE  
CRITICAL MARKETING FACTORS. COMPANY HAS FINE RECORD  
OF SUCCESS IN LAUNCHING NEW PRODUCTS IN BERLIN. FIRM  
DESIRSES PRODUCT LITERATURE IN GERMAN, IF AVAILABLE.  
BANK REF.: BANK FUER HANDEL U. INDUSTRIE, UHLANDSTR.  
9-11, D-1000 BERLIN 12.

WESTA INTERNATIONALE MOTORENTEILE

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PAGE 02 BONN 11880 191651Z

MAINZER LDNSTRASSE 341

D-6000 FRANKFURT/MAIN

CONTACT: HERR KOEGEL

PHONE: 0611-733065

COMMENT: THIS GERMAN COMPANY IS A DISTRIBUTOR OF  
AUTOMOTIVE EQUIPMENT AND PARTS, AND IS INTERESTED  
TO COMPLEMENT ITS PRESENT LINE BY ADDING GASKETS

TO IT.

FA. ENZMANN-ERSATZTEILE  
-INDUSTRIE VERTRETUNGEN-  
AM KIRCHHOELTL 5  
8032 GRAEFELFING B. MUENCHEN  
CONTACT: HERR FRANZ ENZMANN, MANAGER  
PHONE: 089/855055  
COMMENT: FIRM WAS FOUNDED IN 1951, EMPLOYS 30 PERSONS.  
REPORTEDLY MAKES GOOD PROFITS. FIRM ALREADY REPRESENTS  
10 FIRMS AND SHOULD LIKE TO EXPAND ITS SALES PROGRAM.

MAX HEILMAYER  
KFZ.-ZUBEHOER VERTRETUNGEN  
NEUMARKTER STRASSE 23  
8000 MUENCHEN  
PHONE: 089/451255  
COMMENT: THIS FIRM INDICATED TENTATIVE INTEREST IN  
SUBJECT PROPOSAL. FINAL DECISION CAN ONLY BE MADE  
AFTER MORE CAREFUL REVIEW OF SALES LITERATURE THROUGH  
MANAGER OF FIRM WHO IS ABROAD AT THE PRESENT TIME.  
PLEASE SEND PRICE LIST.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
STOESSEL

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Office:** ACTION EUR  
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**Status:** NATIVE  
**Subject:** ADS REQUEST - MCCORD GASKET DIVISION WYANDOTTE, MICHIGAN THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY B  
**TAGS:** BEXP, GE, MCCORD GASKET DIVISION  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009